



KEEPING UP WITH KO

VOL. I



Kristen Olmi
Founder & Chief
Executive
Officer

About KO Consulting

K.O. Consulting, located in Youngstown Ohio, is a community and economic development firm. The firm assists clients with grant applications, strategic planning, government affairs, and development strategies. KO serves over 30 clients across Ohio, as well as in Pennsylvania, Wisconsin, and Texas. In 2023, KO established a partnership with Prest Public Strategies to offer clients the opportunity to have government affairs services.



Pat Lowry
Consultant

2023 Growth

During FY 2023 over \$50 million in grant funding was submitted for our clients and over \$6 million has been secured. The firm has submitted dozens of foundation grants, state and federal applications, as well as Operating, Capital, and Appropriation requests over the last year. These applications range from the Department of Education to the Department of Energy.



Flavio Aiken
Consultant

The firm also worked with the cities of Campbell and Struthers on several Grants and projects. The City of Struthers received funding from ODOT's Highway Safety Improvement Grant, FEMA, OCJS, and ARC. The City of Campbell secured OCJS, BWC, and EPA funding. We are continually adding and working with new clients to grow our firm.



Kelsey Fischer
Consultant

K.O.'s Corner

I wanted to give our clients, colleagues, supporters and friends an opportunity to get an insiders glimpse of the team behind KO and the wonderful clients and projects we are working on. At least quarterly we will have an electronic newsletter that provides a look at some of our current/interesting projects. This is by no means exhaustive and we love all our clients equally, but my first request to the team was to talk about current clients or projects that interest them. They had creative freedom to express or discuss whatever project they wanted. I am so proud of the team and current projects. Community and economic development work can be a very fluid and challenging field of work, and you may hear me quip from time to time, our work is not 9-5, its late nights, early mornings and weekends, however when I was a kid, one of my favorite quotes was from Mark Twain—"make your vocation your vacation and you will never work a day in your life" . I took that quote to heart. KO is finally at the place where we are poised for continued growth, have an immensely talented team, and incredibly exciting projects, while the hours are long—the work never feels like work. **-K.O.**





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Gina Magazine
Associate Consultant



Dyaln Henning
Associate Consultant



Cara Annandono
Associate Consultant



Brenna Firmi
Intern



Kat Reed
Intern

Former Educator Brings Experiences to School Clients

Pat handles public relations and general consulting at KO. He also seeks out new clients and does client outreach. His favorite part of the job is getting out and meeting people who are doing good things for the Mahoning Valley. Pat has many connections due to his former jobs at JFK High School as well as his work with Tim Ryan. This makes him a very important part of the team.

Pat is most excited about his current project with Warren John F. Kennedy High School. He is currently working on a strategic plan for them. Pat was previously a teacher at the school for over 20 years and is excited to help ensure that the school succeeds in its mission now and into the future. The school is currently working on remodeling the courtyard and created a student betterment committee to help create a more fulfilling student experience. Pat is excited to see the changes and betterment of his former employer and to be a part of that process.

This quarter Pat is working with some potential clients who are seeking grant writing opportunities and also a few who are looking for assistance in writing a strategic plan. He is looking forward to hopefully signing up some new clients who are already doing good work and need some assistance in getting to the next level.

Brownfield Project and Beyond: Working with Schools and Municipalities

At KO Consulting, Flavio manages government and school district clients. His favorite part of the job is getting to work on a lot of different projects in the area and working with motivated leaders in municipalities and school districts. He is currently working on developing workforce training programs for school districts, and economic development projects for municipalities.

Flavio is most excited to work on the Brownfield development project that will bring jobs to the valley. The project will excavate contaminated soil and dispose of it properly, collect contaminated water, demolish existing concrete bases, remove railroad ties, and limit the site to commercial/industrial land use. Flavio is looking forward to finalizing proposals for school districts that will provide Career and Technical Training programs. He is also looking forward to working on projects related to infrastructure that will boost economic development for local municipalities.

This quarter, Flavio has finished grants related to community and workforce development. These projects will offer career training for high school students as well as adults. He has also had a project approved, body Cameras for the Poland Township Police, which were provided by \$47,203.42 of approved grant funds. During the rest of the year, he is expecting to submit several grants for the benefit of adults with disabilities, expansion of career and technical training programs for area school districts, and economic development projects for municipalities in the Valley.





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City of Girard Signs on; Alumni Handles Account

Currently, Gina is an Associate Consultant at KO she also handles the Government clients that we work with and is Kristen's Executive Administrator, handling her scheduling and social media. Her favorite part of the job is working with communities that she has spent her whole life in and seeing them receive funding that will ultimately better their communities and the Mahoning Valley as a whole.

The project she is most excited about currently is the different funding priorities she is working on for the City of Girard. This is very personal to Gina as she is a Girard resident and an alumni of Girard High School. To her, it is amazing to work on projects that are able to help the city she resides in thrive economically and become a better place for all who reside there. Some of her current projects for the city include the Upper Girard Lake Dam, the Wellman Theater, and the Ohio Leatherworks Trail. The dam needs repairs and Gina's work will help them secure funding to complete the work needed to be done. The theater will become a downtown centerpiece once the renovations are completed and the Leatherworks Trail will help connect different trails and create a trailhead where hikers and cyclists can meet and have access to a space to rest.

In this quarter Gina has submitted four Capital Bills for the accounts she is working on; two appropriations requests; an EPA grant; a security grant; and an Ohio Future Fund Application. She is waiting to hear back on many of these applications that will help supply the necessary funds needed for her clients. As for the rest of the year, Gina is expecting millions more dollars to be submitted and hopefully received over the next nine months.

Environmental Science Graduate Brings Knowledge to Firm

At KO Cara writes grant proposals for our nonprofit clients and for one of our for-profit clients. She has also done a bit of community planning consulting for one of our municipality clients. Her favorite part of the job is working with her colleagues to deliver quality services to our clients. She also enjoys being able to work with a variety of clients who have different sets of needs and objectives. Cara is excited to be taking on more clients this quarter and working on her first large federal grant.

The project she is most excited about currently is writing Youngstown Lifeguard Academy's proposal for an Appalachian Regional Committee POWER grant. It is her favorite project because it is her first time working on a federal grant proposal. If awarded, the grant will support Youngstown Lifeguard Academy's workforce development program. Cara is currently working on grant proposals for local foundations for nonprofits such as Moab House, Tails of Hope, YWCA Alliance, YWCA Van Wert, BRITE, and MedWish International. For the nonprofit Youngstown Lifeguard Academy, she is working on a proposal for POWER grant funds, a federal funding opportunity through the Appalachian Regional Commission. For our for-profit client, Impeccable Air, I am looking into funding opportunities through Small Business Innovation Research and Small Business Administration programs.

Cara is looking forward to continuing to expand and enhance her grant writing and client communication skills as she grows in her experience level entering her third full quarter here at KO. She has worked on local and regional foundation grant requests, as well as Capital Bill requests for Youngstown Lifeguard Academy, YWCA Alliance, YWCA Van Wert, BRITE, Moab House, Tails of Hope, and Impeccable Air. For example, for YWCA Alliance she worked on a handful of grant proposals to fund their Alliance Family Services program, which provides wraparound support to women, children, and families in Greater Alliance in need of assistance related to housing, transportation, and employment. As another example, for Impeccable Air she submitted a grant proposal to JumpStart of Cleveland for capacity building funds, as ImpeccableAir has a patented whole home air purification system, but needs funds to scale up its business, expanding organizational capacity and market reach. For the rest of the year, Cara is looking forward to new clients, new projects, and funding coming through for our clients from proposals submitted this past quarter.





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Beyond Boxing; The Ghost Opens Non-Profit Helping Students

Dylan works in the Nonprofit Division, assisting clients in developing their organizations. Specifically, he collaborates with the organization's directors and staff members in creating program narratives and any other documents needed to operate effectively. He also drafts and submits multiple funding opportunities a month, helping each succeed in implementing their missions. His favorite part of the job involves assisting clients brainstorm, establish, and accomplish their goals. Dylan takes great satisfaction in knowing clients are satisfied with the Firm's services, designed to help them grow and operate their organizations.

He is most excited about his work with The Kelly Pavlik Charitable Organization. Dylan has spent the last few months working alongside the organization's Executive Director, Kelly Pavlik, developing and building his organization from the ground up. He has felt accomplished seeing how his work has supported Kelly in growing the organization into what it has become. Dylan is excited to continue to work with the organization, helping it fulfill its mission of supporting underprivileged youth in the Mahoning Valley through providing health and wellness services.

This quarter Dylan has been working on supporting clients in developing their organization documents, submitting grant applications, and creating Funding Readiness Assessments for new clients. For Dylan, quarter 1 has been very successful. He worked with many clients in developing their organization and program narratives, applied for funding opportunities, and finished Funding Readiness Assessments. He submitted local and regional funding opportunities to get our clients the needed funds to operate their organizations and programs. An example of this is the grant application he submitted for Will Respect Inc. to receive financial support for their RESPECT Basketball League that serves underprivileged BIPOC students in the City of Youngstown. He also submitted multiple applications on behalf of Mahoning Valley Sojourn to the Past to obtain the needed funding to operate their annual Non-Violence Week later this year in October. Next quarter he is looking forward to continuing to help clients develop their organizations, and apply for and receive funding, ensuring they all have the necessary funds to run their programs.





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MedWish, YWCA, and Important Community Work

Kelsey is a Consultant in KO Consulting's non-profit division. She oversees a number of our nonprofit clients and works with our non-profit team to write and submit grant applications, budgets, program narratives, and other documents on behalf of our clients. Her favorite part of the job is how diverse the clients are, in their focus, size, and needs. The organizations she works with range from a regional clean energy incubator, to a non-profit spay and neuter clinic and an organization that distributes medical equipment to under-resourced communities. She enjoys learning about the great work that is being done by our nonprofit sector in every corner of our state to improve the lives of Ohioans.

The project she is most excited about is MedWish, a nonprofit in Cleveland that distributes free medical supplies and equipment to communities internationally and here in Northeast Ohio. Their work addresses the surplus in our medical supply chain in an environmentally sustainable way, while also helping meet the medical needs of hundreds of thousands of individuals each year. She's enjoyed learning about their work and assisting them in exploring new sources of funding for their programs. This quarter she has been meeting with new clients developing their fundraising plans for the year, getting to know the intricacies of their organizations and their programs, and submitting a lot of proposals.

This quarter, Kelsey just finished submitting several federal appropriations and State Capital Budget requests that, if approved, will be transformational for our nonprofit clients and the communities they serve. The projects she submitted range in size from less than \$500,000 to several million dollars, and include capital projects in Mahoning and Cuyahoga counties, and programs serving seniors and youth with disabilities. Some approved grants include two for YWCA Alliance. One grant will support YWCA Alliance's after-school program for middle school youth in Alliance, in Stark County. YWCA Alliance will also receive funding for Sebring Family Services.

Launched in late 2023, this program expands YWCA's Meals on Wheels, social services, and economic empowerment programming to Mahoning County. As for the rest of the year, she is expecting that as a team we will continue to work hard, adapt to new funding developments, and make sure our clients take advantage of every opportunity that arises to support their work.